RJReynolds

Tobacco Company

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September 15, 1995

TO: ALL REPRESENTATIVES WITH K-MART

SUBJECT: K-MART DISTRIBUTOR SERVICE
CID #0002-00-00

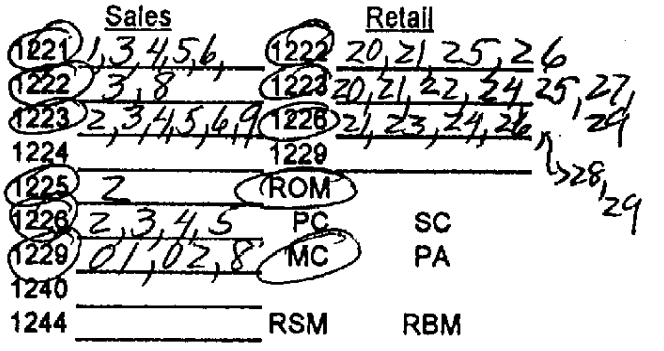
Ladies and Gentlemen:

For some time, K-Mart's tobacco distributors have been performing functions which have traditionally been the retailer's job. Things such as:

- Filling all carton and pack fixtures (weekly)
- Cleaning fixtures as needed (weekly)
- Rotating stock (weekly)
- Pricing merchandise (weekly)
- Maintaining back room inventories (weekly)

...along with their regular duties of

- Ordering product needed (weekly)
- Handling K-Mart "605" returns (weekly)



In most cases, this arrangement between K-Mart and their distributors has improved in-store conditions and decreased our time needed to maintain K-Mart's at an acceptable level.

IT'S CHANGED!

Beginning September 18, 1995, the distributors will only be responsible to:

- Order product
- Handle returns

K-Mart has informed all stores of this change and sent a detailed letter suggesting how to assign people to the job and what must be done to maintain the cigarette department.

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Source: https://www.industrydocuments.ucsf.edu/docs/kxln0000

We wanted you to know this and suggest that this is an excellent time to position yourself and RJR as "available and willing" to help K-Mart make a smooth transition to in-store management of the department. K-Mart is increasing their attention to the department, and we need to do the same.

Thanks for your help.

Sincerely,

Jack

Jack Geeting

JAG:ph

cc AVP's
RSM's
DM's
RM's
Dennis Bellinger
Bill Burgess-Kmart

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Source: https://www.industrydocuments.ucsf.edu/docs/kxln0000